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FIG. 2

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FIG. 3

RED HERRING

FedEx and UPS to wrangle online

By James Christie

Redherring.com, June 16, 2000

Federal Express (NYSE: FDX) absolutely, positively wants to work with electronic-commerce companies. This summer, it's rolling out services to help them manage inventory and deliver packages.

Here's the challenge: United Parcel Service (NYSE: UPS) hopes to offer similar services. It's the battle for the back end.

FedEx will launch its online service package late this summer, targeting small to mid-size companies, which the delivery giant defines as firms with revenues of \$100,000 a year up to \$15 million a year.

The Memphis-based company plans to offer services for retailers to set up Web stores, with Chicago's Orbit Commerce providing its Web-based platform. By offering such services, FedEx hopes to generate more demand for its package delivery business, according to the company.

FedEx's initiative, unveiled June 12, hopes to capture a market now dominated by UPS, which has been offering corporate logistic services for years. For example, UPS handles logistics for Nike.com (NYSE: NKE).

UPS also currently is developing a set of services targeting small to medium-size companies. "UPS's bread and butter has been small to medium-size customers," says Peter Coleman, a senior analyst with Bank of America Securities (NYSE: BAC). "Everyone knows they're the holy grail."

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FIG. 4